

Message Text

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PAGE 01 LIMA 07166 302324Z

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 292359Z AUG 75
FM AMEMBASSY LIMA
TO SECSTATE WASHDC 6590
INFO USDOC WASHDC

UNCLAS LIMA 7166

EO 11652: N/A
TAGS: BEXP, PE
SUBJECT: COMMERCIAL PRESENCE FIARS - NINTH PACIFIC
INTERNATIONAL TRADE FAIR PERU - STATUS
REPORT

REF: STATE 140411

UP TO AUGUST 28, FOLLOWING EXHIBITORS HAVE APID:

PAID IN EXHIBITORS INSIDE PAVILION:

EXHIBITOR	AMOUNT	FS-459
DEPOSITIED		
SPERRY RAND PERUANA	\$2,000	15742
BLACK & DECKER MFG. CO.	1,350	15757
H.C. SCHILDMEIER CO. INC.	1,350	15758
APPLIED POWER INT'L INC	1,350	15759
KWIK WAY INT'L INC.	1.350	15760
NASHUA CORPORATION	1.350	15774
HOBART BORTHERS CO.	4,050	15775
BECKMAN INSTRUMENTS, BUEHLER LTD., LINEAR INSTRUMENTS & MILLIPORE INTERTECH	2,000	15777
NCR DEL PERU S.A.	1,383.13	15781
	2,666.87	15787
AMERICAN HOSPITAL SUPPLY	2,700	15785

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LIMA 07166 302324Z

DRESSER-WAYNE PETROLEUM

EQUIPMENT DIV.	1,350	15819
U.S. ELECTRICAL MOTORS		
DIVISION	1,675	15828
THE RIDGE ROOL CO.	2,000	15834
ARO CORPORATION LTD.	1,350	15838
ROMANOFF INTERNATIONAL		
LTD.	1,350	15842
PENDLETON TOOL INDUSTRIES		
INC. (PROTO TOOLS &		
MILLER FALLS)		
TELEDO BEAVER TOOL CO.	1,350	15845
TEKTROIS, INC.	1,350	15860
XEROX DEL PERU, S.A.	4,000	15862
KODAK PERUANA LTD.	4,375	15864
HIX AUTOMATION/VORTEX		
DESIGNS	1,675	15865
EDO AIRE & EMPIRE		
EXPORTERS, INC.	1,350	15879
ROKON, INC.	1,350	15878
MOTOROLA, INC.	2,000	15883
PENDLETON TOOL INDUSTRIES		
INC.	2,700	15886
INGERSOLL RAND CO.	1,350	15909
DUPONT (PERU) S.A.	1,350	15918
TRW MISSION MFG. CO.	1,350	15920
ANSUL INTERNATIONAL		
SALES CORP.	1,675	15923
E.D. ALLMENDINGER INC.	1,350	15924
NATIONAL TANK & PIPE CO.		
	675	15930
& SENTINEL EXPORT CO.	675	15931
INC.		
ADDRESSOGRAPH - MULTIGRAPH		
CORP.; NU-ARC CO.; &		
SIMPLEX TIME RECORDER CO	2,700	15949
IBM DEL PERU S.A.	9,500	15965
\$70,050		

PAID IN EXHIBITORS OURSIDE PAVILION:

UNCLASSIFIED

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PAGE 03 LIMA 07166 302324Z

AMERICAN MOTORS PAN		
AMERICAN (50 SQ.MTS.)	150	15764 (PARTIAL
		PAYMENT)
FORD EXPORT CORP.		
(200 SQ. MTS.)	3,800	15912
FRAVELY DIV., CLARKE-		
GRAVELY CORP.		
(50 SQ.MTS.)	950	15932

SPERRY NEW HOLLAND-NEW
HOLLAND DIV.
(250 SQ.MTS) 4,750 15937
DETROIT DIESEL ALLISON-
DIV. OF GM CORP. 950 15898
(50 SQ.MTS.)
JOY MFG. CO. (PERU) S.A.
(500 SQ. MTS.) 9,500 15963
\$20,100

STRONG VERBAL COMMITMENT:

3M COMPANY
SUMMARY:
OUTSIDE SPACE \$20,100.-
INSIDE SPACE 70,050.-
TOTAL PAID: \$90,150.-

WE HAVE BEEN ASSURED THAT 3M WILL SEND US \$2000 CHECK
ANY MOMENT. REGARDING OUTSIDE SPACE, WE BELIEVE WE
WILL REACH 1,500 SQ.MTS. WITH A GOOD POSSIBILITY THAT
IT MIGHT TOTAL ABOUT 1,700 SQ. MTS.

PLEASE NOTE THAT DETROIT DIESEL WAS LISTED IN PREVIOUS
SUMMARIES AS HAVING PAID \$2700 FOR INSIDE SPACE. IT
HAS NOW DECIDED TO DROP INSIDE SPACE AND JUST USE
OUTSIDE AREA. WE ARE REFUNDING THE DIFFERENCE OF \$1750
TO THE COMPANY. ALTHOUGH SUCH REFUNDS ARE AGAINST OUT
PRINCIPLES, DETROIT DIESEL DECISION MADE IT POSSIBLE
TO MAINTAIN USE OF PROJECTION AREA FOR THE PURPOSE
RATHER THAN CONVERTING IT INTO DISPLAY STANDS.
WE MUST ALSO REFUND \$337.50 TO ANSUL BECAUSE THEY
PAID FOR 3 MTS. X5 MTS. BOOTH AND WE ONLY CAN
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 LIMA 07166 302324Z

PROVIDE STANDARD 3X 4 BOOTH BECAUSE OF REQUIREMENT
TO PROVIDE IBM WITH 110 SQ. MTS. SINCE THIS WAS DUE
TO OUR OVERSIGHT, MONEY WILL BE RETURNED.
AS REPORTED PREVIOUSLY, WE HAVE RENTED 43 STANDS
INSIDE PAVILION PLUS AN AREA OF 110 SQ. MTS.
INSIDE PAVILION PLUS AN AREA OF 110 SQMTS.

(EQUIVALENT OT 9 BOOTHS) TO IBM. IN ADDITION, WE
HAVE A REA OF 55 SQ. MTS. FOR THE USIS EXHIBIT.
LEAVING OUT AMOUNTS TO BE REFUNDED AND NOT RPT NOT
INCLUDING 3M FOR WHICH WE HAVE NOT YET RECEIVED
PAYMENT, TOTAL COLLECTED TO DATE IS \$90,625 (WE
ARE INCLUDING IN THIS TOTAL THE FULL AMOUNT OF
\$950 FROM AMERICAN MOTORS EVEN THOUGH JUST A
PARTIAL PAYMENT HAS BEEN MADE AND FULL PAYMENT

WILL NOT BE MADE UNTIL OCTOBER).

RENTAL COST FOR PAVILION (1512 SQ. MTS.) AND FOR
OUTSIDE AREA (1100 SQ. MTS.) AT \$15 PER SQUARE
METER TOTALS \$39,180. THIS WOULD ALLOW \$51,445
TO COVER ALL OTHER COSTS OF OUT OFFICIAL PAVILION.
THIS AMOUNT WILL INCREASE AS WE RECEIVE 3M CONTRIBUTION
AND AS WE RENT ADDITIONAL OUTSIDE AREA.
SINCE IT APPEARS THAT TOTAL EXHIBITORS' CONTRIBUTIONS
WILL EXCEED \$100,000, EMBASSY AGAIN URGENTLY
REQUEST HOSPITALITY AUTHORIZATION OF \$3,250 AS
REQUESTED PREVIOUSLY. HOSPITALITY ALLOTMENT FOR
TECNOMIN LAST YEAR WAS \$3,000 AND WE SHOULD
AT LEAST RECEIVE SAME AMOUNT AND SLIGHTLY
MORE TO COVER INCREASED PRICES. PLEASE
CONFIRM.
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Margaret P. Grafeld
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